

Information Sessions – Round 3

Foxconn's Industrial Construction Work in Phase 1 of Area 1
of Wisconn Valley Science & Technology Park

April 2019



Agenda

- **Foxconn Welcome**
- **Wisconsin Economic Development Corporation (WEDC)**
- **Gilbane Building Company and Exyte (Gilbane|Exyte)**
 - Project Update and Details
 - Schedule
 - Procurement Process
 - Wisconsin First - Inclusion Briefing
 - Next Round of Procurement



FOXCONN
Gilbane **exyte**



Cares
Moment



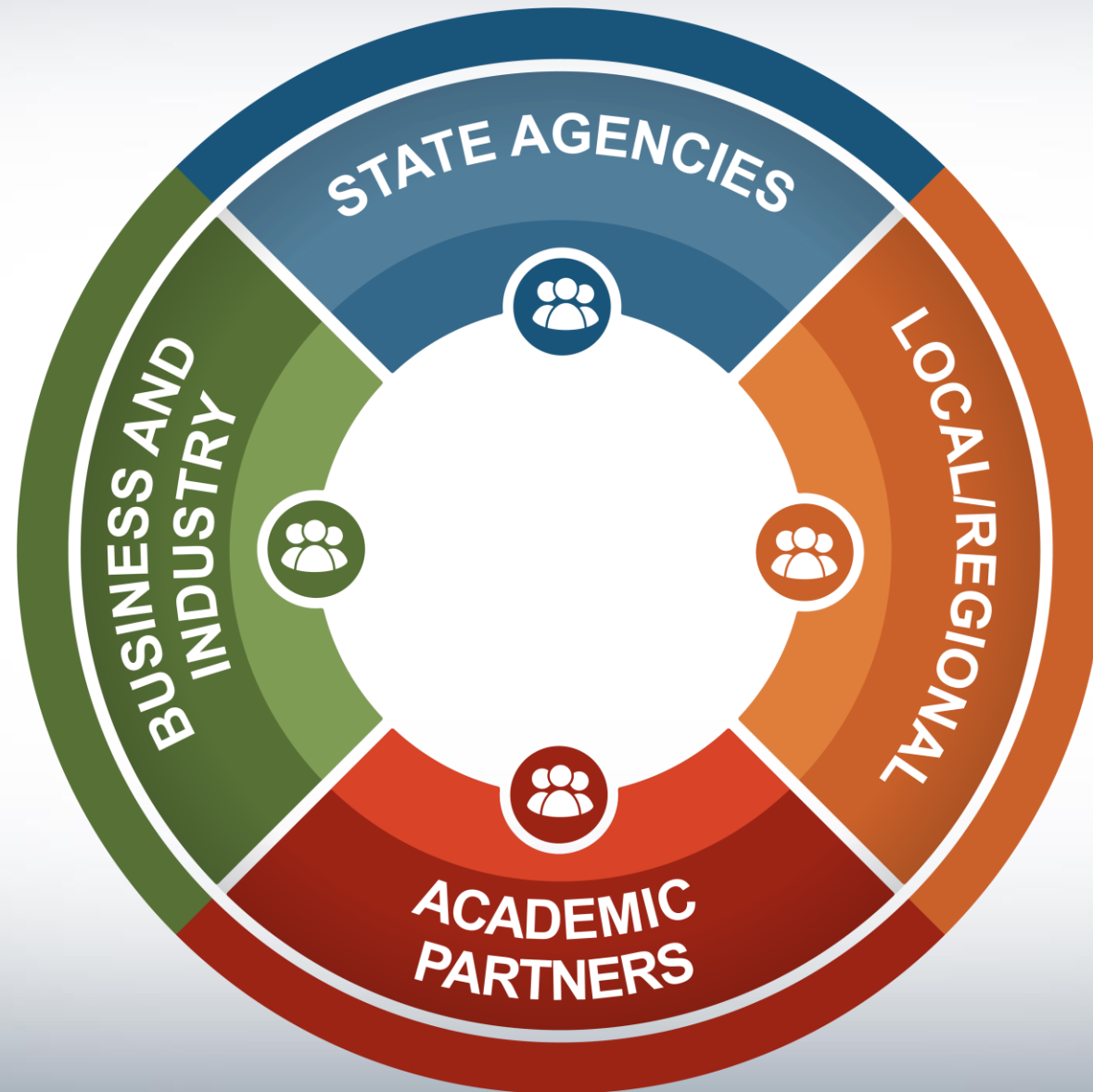
FOXCONN IN WISCONSIN

BUILDING FOR THE FUTURE
Update for Construction Contractors/Suppliers

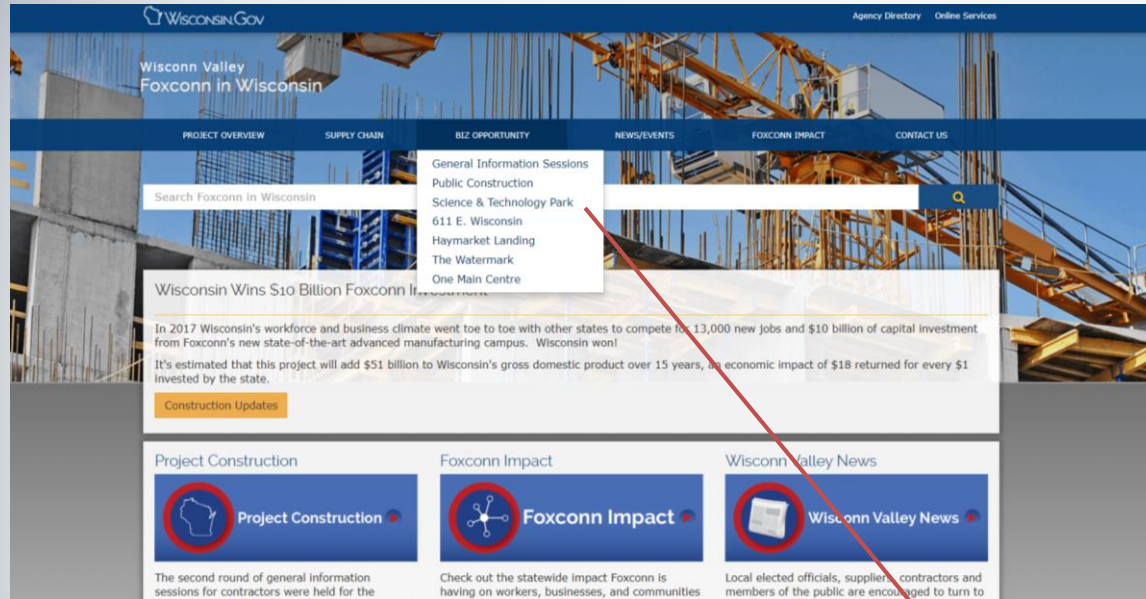
FOXCONN PUBLIC INFRASTRUCTURE UPDATE

Update for Construction Contractors

A MODEL OF COLLABORATION



INTEGRATED COMMUNICATION



- Websites
- Newsletters
- Bid Alerts
- Information Sessions
- Monthly Update Meetings
- Job Fairs

Procurement (bidding) for subcontractors, vendors, suppliers and professional services firms will continue to follow a clear and detailed process with good faith efforts to place Wisconsin First while building significant capacity in both workforce and businesses.

Registration Website: <https://Foxconn-construction.gilbaneco.com>

Subcontractors – Vendors – Suppliers – Professional Services Firms MUST register their entities to receive information for procurement (bidding) notification(s).

These links are being provided for informational purposes only; they do not constitute an endorsement or an approval by the State of Wisconsin or Wisconsin Economic Development Corporation of any of the products, services or expressed opinions. The State of Wisconsin and Wisconsin Economic Development Corporation bear no responsibility for the accuracy, legality or content of the external site. Contact the external site with questions regarding its content.

Wisconsin General Information Sessions for Contractors

The third round of information sessions are underway. For more information or to register for an information session, click here.

Bid Opportunities

Revised Invitation to Bid - Bid Release 3c - Electrical Substation

The Invitation to Bid for Bid Release 3c has been updated to advise the drawing posting date is postponed pending design completion. A revised bid schedule is forthcoming and will be posted once available.

If your firm has already submitted the bid notification for this release, no action is required on your part. If your firm is interested in any of the packages listed herein, please return the intent to bid form and NDA per directions included in the invitation.

Awarded Bids

Bid Release #1 - Site Development	+
Bid Release #2 - Multipurpose Building	+
Bid Release #3A - Site Utilities	+
Bid Release #3B - Site Roadways	+

STATEWIDE OUTREACH TO ENCOURAGE PARTICIPATION

- Over **6,000** registered for Wisconn Valley News
- **2,500+ attendees** at Information Sessions for Contractors
- **375+ attendees** at Small Business Capacity Building sessions
- **700+ attendees** at Supplier Readiness Sessions



BUSINESS AND WORKFORCE INCLUSION GOALS

BUSINESS CONTRACTING AND INCLUSION GOALS	
Wisconsin based business	60%
Racine county based businesses	10%
Minority-owned Business Enterprises	10% combined
Woman-owned Business Enterprises	
Veteran-owned Business Enterprises	
WORKFORCE INCLUSION AND DIVERSITY GOALS	
Wisconsin residents work hours with an emphasis on Racine county residents	70%
Minorities or people of color	10% combined
Women	
Veterans	

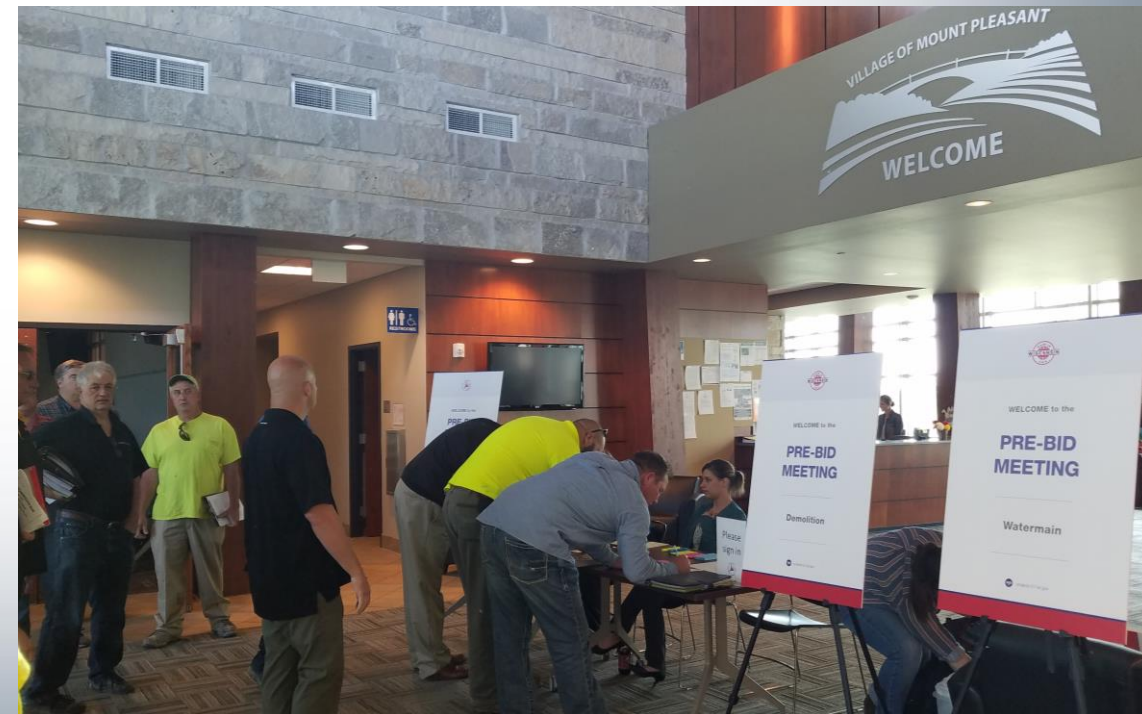
Bids “awarded to the lowest competent and responsible bidder”
Wis. Stat. s. 84.06(2)(a)

PUBLIC INFRASTRUCTURE PROJECTS

WisDOT Projects https://projects.511wi.gov/		2019
WIS 11 intersection with Wisconn Valley Way		July 9
WIS 11 Phase I		July 9
Braun Road Phase II		July 9
WIS 11 intersection with County H		December 10
County H Phase II		December 10
Village of Mt Pleasant Dan.snyder@Foth.com		
Sanitary Sewer on Wisconn Valley Way from CTH KR to north of Braun Road		Late 2019
Sanitary Lift Station		Late 2019
Sanitary Sewer Force Main on CTH KR from the Pike River to Old Green Bay Road		Late 2019
Sanitary Sewer Force Main along CTH KR and STH 32		After 2020
Sanitary Sewer between STH 11 and STH 20		Q1/Q2 of 2020
City of Racine call 262-636-9432 to request prequal forms		2019
Wisconn Valley Way Transmission Water Main		January 16
Spring Street Transmission Water Main Phase 2 – Summerset Dr. to S. Fancher Rd. STH 11 Transmission Water Main Louis Sorenson Road Transmission Water Main		February 11
Louis Sorenson Road Elevated Tank		March 5
Spring Street Transmission Water Main Phase 3 – S. Fancher Rd. to West Rd. 48-inch Transmission Water Main Perry to Newman Summit Tank Pumping Station		April 16

PRE-BID MEETING BENEFITS

- Connect with key project decision-makers
- Meet potential primes and subcontractors to help maximize participation
- Access new suppliers



WORKFORCE SUPPORT

Support and Resources that provide benefits to help you compete and improve your bottom line!

- **CAREER FAIRS:** Helping employers and job candidates connect in person
- **ONLINE RECRUITMENT:** Offering employers a free online candidate recruitment platform, [JobCenterofWisconsin.com](https://www.jobcenterofwisconsin.com), to connect with candidates electronically
- **PRE-APPRENTICESHIP TRAINING:** Providing solid foundation for construction careers candidates
- **REGISTERED APPRENTICESHIPS:** Supporting business-labor workforce development <https://dwd.wisconsin.gov/apprenticeship/>
- **YOUTH APPRENTICESHIPS:** Creating a school-to-work talent pipeline <https://dwd.wisconsin.gov/youthapprenticeship/>
- **TAX CREDITS:** Work Opportunity Tax Credit for employing eligible job candidates, which can reduce your tax liability \$2,000 to \$8,000 per hire <https://dwd.wisconsin.gov/jobservice/taxcredit/wotc.htm>

SUPPLY CHAIN MARKETPLACE

Over 2,000 profiles

45+ categories

RFP postings with email alerts

Newsletter updates

Foxconn is using SCM!

wisupplychainmarketplace.com

The screenshot shows the homepage of the Wisconsin Supply Chain Marketplace. At the top, there is a logo for 'SUPPLY CHAIN MARKETPLACE' and a search bar. Below the logo, there are links for 'Newsletter' and 'Supplier Login'. A red navigation bar contains links for 'Home', 'View Directory', 'Buyers', 'Suppliers', 'RFP-Innovations', 'Bulletin Board', and 'About'. The main content area features a large graphic of interlocking chains in green, brown, and red, with the text 'welcome to the supply chain marketplace' and 'wisconsin's tool to locate industry suppliers'. Below this, a grey box contains the text: 'Wisconsin Supply Chain Marketplace is a two-pronged online tool that connects buyers and Wisconsin suppliers, making sourcing easy.' At the bottom, there is a white box with text describing the directory and marketplace, and two buttons: 'View Directory' and 'Create Supplier Profile'.

SUPPLY CHAIN MARKETPLACE

Search...

[Newsletter](#)
[Supplier Login](#)

[Home](#) [View Directory](#) [Buyers](#) [Suppliers](#) [RFP-Innovations](#) [Bulletin Board](#) [About](#)

welcome
to the supply chain marketplace
wisconsin's tool to locate industry suppliers

Wisconsin Supply Chain Marketplace is a two-pronged online tool that connects buyers and Wisconsin suppliers, making sourcing easy.

Wisconsin Supply Chain Marketplace directory provides companies with a convenient avenue to find Wisconsin suppliers in a simple to use system that delivers results and supplier solutions.

Similarly, the Marketplace offers suppliers a dynamic platform to get their information out to a broader customer base. Suppliers in the Marketplace get access to RFPs, RFQs, and CFIs with an opportunity to respond to the requests and access new markets.

Participation in the Supply Chain Marketplace is FREE, so don't wait to register as a supplier or search for a new supplier partner. **CONNECT TODAY** with the Supply Chain Marketplace!

[View Directory](#)

[Create Supplier Profile](#)

STAY INFORMED

WISCONN VALLEY NEWS AND ALERTS

Information regarding project status, road updates, next steps, interesting facts and bid opportunity alerts delivered to your inbox!

<https://wisconnvalley.wi.gov/newsletter>

Gilbane|Exyte

Receive notifications for construction opportunities and progress highlights.

<https://Foxconn-construction.gilbaneco.com>

SUPPLY CHAIN MARKETPLACE

Plug into the online supply chain directory that enables companies to connect with suppliers and buyers and post RFPs.

<http://www.wisupplychainmarketplace.com>

Project Update

Foxconn's Industrial Construction Work in Phase 1 of Area 1
of Wisconn Valley Science & Technology Park

April 2019



Gilbane Building Company and Exyte



1912
established



Leading global
clean room builder



\$3.1 billion
annual revenue



Present in **30+**
countries



Committed to building a
**World Class Science
& Technology Park**
and put
Wisconsin First!



FOUNDED IN
1873



with family ownership,
leadership & values
spanning over **140** years.



INTEGRITY

remains **#1** core
our value

as ranked by our clients

\$5 Billion
ANNUAL REVENUE



**Working throughout
Wisconsin since 1978**
with an **office located in
downtown Milwaukee**

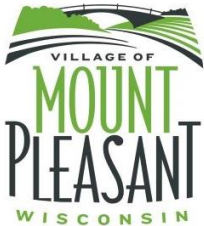
Project Structure

FOXCONN

**SIO International
Wisconsin, Inc.**

The Wisconsin Economic
Development
Corporation Agreement

Development Agreement
Village of Mount Pleasant,
Racine County, Wisconsin



Project/Construction Management

Design



100's of Trade
Contractors and
Vendors



Foxconn's Industrial Construction Work on Phase 1 in Area 1 of Wisconn Valley Science & Technology Park

- Phase 1 consists of approximately **1,000 acres of site work** and the **construction of multiple buildings**
- Foxconn site development started in **April 2018**
- **Multipurpose Building** construction **started in August and was completed by the end of 2018**
- **Advanced Display Fabrication Facilities Building** construction will **start in 2Q 2019**
- **Procurement (bidding)** for subcontractors, vendors, suppliers and professional services firms is **following a clear and detailed process** with good faith efforts to place **Wisconsin First** while **building significant capacity in both workforce and businesses**



Area 1 – FAB, Delegated Design Buildings & Systems



Bid Release #1:

Site Development work puts Wisconsin First!

First bid awarded goes beyond Wisconsin First goals:

Business Inclusion

- **94%** of the prime and tier subcontractors, suppliers and vendors are from Wisconsin
 - **10%** are *Racine County-based*
 - **14%** are *minority, veteran and/or woman owned businesses*

Workforce Participation

- **95%** of the workforce to date are Wisconsin residents



Site Development Work

- Direct and Indirect Workforce anticipated from approximately **50 Wisconsin Counties**
- **28 Wisconsin companies** involved from across the State
- If piled 1'x1'x1' the soil removed from the excavation site would **wrap around the equator**
- At the peak of BR#1 activities:
 - **150 Pieces** of **Heavy Earth Moving Equipment** from across the State
 - earth was moved at an approx. rate of **1+ million cubic yards per month**
 - At the peak **1 truck per minute, 1,000 loads per day**
- **5 Miles of Wisconsin-manufactured concrete storm water piping** from Green Bay, Holmen, Marathon, Milwaukee, Rib Falls and Roberts
- **70,000 truck loads of aggregate** sourced from 4 primary locations: New Berlin, Sussex, Waterford, Racine

Bid Release #2: Multipurpose Building (MPB) Puts Wisconsin First!

Second bid awarded **also** goes beyond Wisconsin First goals:

Business Inclusion

- **97%** of the **81** Prime and Tier Subcontractors were Wisconsin-based and are committed to placing “Wisconsin First”
 - **16%** were *Racine County-based*
 - **10%** were *minority, veteran and/or woman owned businesses*

Workforce Participation

- **97%** of the workforce were Wisconsin residents



Multipurpose Building Work

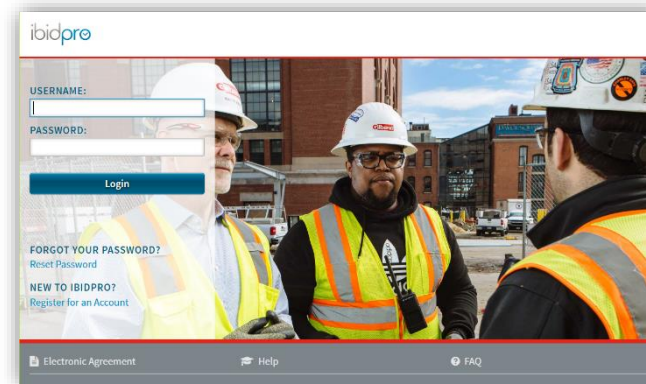
- 120,000 Square Feet Facility
- Construction began August 2018, Certificate of Occupancy issued December, Turned Over to Foxconn February 2019



Near Term Construction Timeline

2018				2019	
Q1	Q2	Q3	Q4	Q1	Q2
Site Development					
		Multipurpose Building Construction			Start Fabrication Facilities Building Construction
					PSS Construction

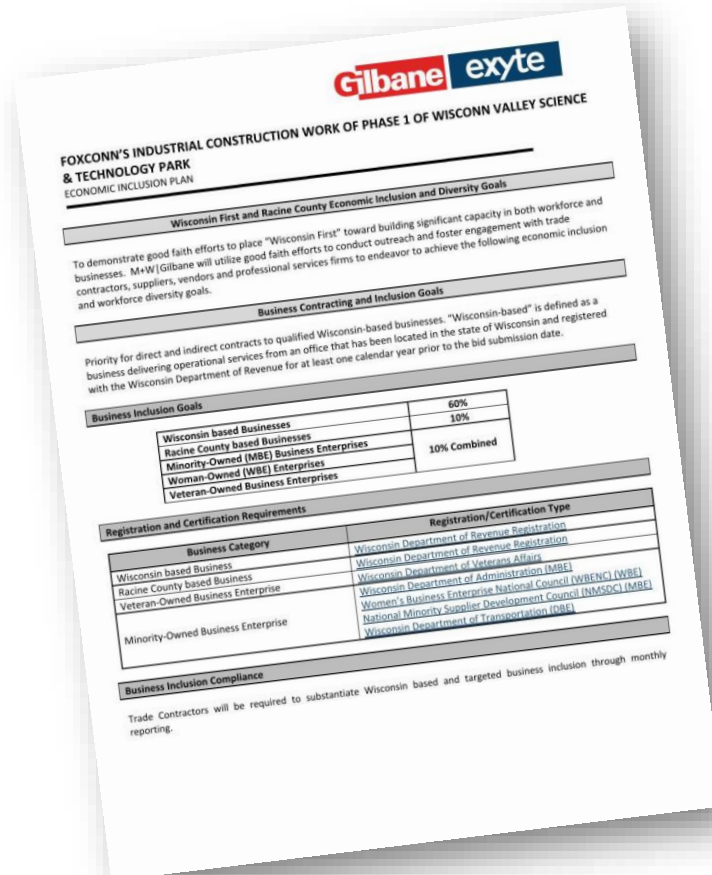
Procurement Process



Robust, Detailed, Bidding Documents

- | | |
|---|---|
| 1. Proposal Form (issued via ibidpro) | 14. Billing Procedures with Textura Information |
| 2. Invitation to Bid | 15. Cost Segregation |
| 3. Confidentiality Agreement | 16. Project Safety Plan |
| 4. General Instructions to Bidders | 17. BIM Guide (Standards) |
| 5. Project Schedule | 18. Software Utilization |
| 6. Advanced Planning & Scheduling Procedures | 19. Project Quality Plan |
| 7. Site Logistics and Phasing Plans | 20. Waste Management Plan |
| 8. Rules and General Scope of Work | 21. Geotechnical Report |
| 9. Economic Inclusion Plan and Forms | 22. Survey and Right of Way Control Exhibits |
| 10. Sample Trade Contract Agreement | 23. Drawing and Specification Log |
| 11. Supplemental Conditions to Trade Contract Agreement | 24. Cash Flow Template |
| 12. Sample Performance and Payment Bond Forms | 25. Manpower Projection Template |
| 13. Insurance Requirements | 26. For Information Documents |
| | 27. Procurement Log |

Wisconsin First and Racine County Economic Inclusion and Diversity Goals



Business Contracting and Inclusion Goals

Wisconsin based Businesses	60%
Racine County based Businesses	10%
Minority-Owned (MBE) Business Enterprises	10% Combined
Woman-Owned (WBE) Enterprises	
Veteran-Owned Business Enterprises	

Workforce Inclusion and Diversity Goals

Wisconsin Resident Work Hours with an emphasis on Racine County Residents	70%
Minorities or People of Color*	10% Combined
Women	
Veterans	

Gilbane|Exyte will deploy best efforts through robust outreach, procurement and construction practices to achieve the goals for the construction projects awarded for their work in the Science and Technology Park.

Work Orders 1 & 2 **Business Inclusion** (as of 12/31/2018*)



16
COUNTIES

95%
CONTRACT VALUE

92
COMPANIES

Work Orders 1 & 2 **Resident Inclusion** (as of 12/31/2018*)



959
RESIDENTS


51 | 54
(Dec. 2018 Only) (Cumulative Total)
COUNTIES

96%
RESIDENT
PARTICIPATION

Scope Review Example

Detailed Bid Comparison and Scope Review

- Wisconsin First Economic Inclusion
- Pricing Breakdown
- General Items
- Specific Scope and Quantification
- Resources and Schedule
- Unit Prices
- Workforce and Cash Flow
- Terms & Conditions

	
Bid Comp Report - TradeCode 312300 - Excavation and Fill	
<u>Wednesday, June 13, 2018 7:55 PM</u>	
PRICING	All work Required by the foregoing documents will be accomplished for the Lump Sum Bid Price of:
SUPPLEMENTS	Supplement #1
	Supplement #2
WISCONSIN FIRST ECONOMIC INCLUSION AND DIVERSITY GOALS	This proposal includes the following total for Wisconsin based businesses
	This proposal includes the following total for Racine County based businesses
	This proposal includes the following total for Women Owned Businesses
	This proposal includes the following total for Minority Owned Businesses
	This proposal includes the following total for Veteran Owned Businesses
	Proposal includes the following total for Wisconsin Residents Workforce
	Proposal includes the following total for Racine County Resident Workforce
	Proposal includes the following total for Women Workforce
	Proposal includes the following total for Minority Workforce
	Proposal includes the following total for Veteran Workforce
	Trade Subcontractors / Supplier: . Trade Subcontractors / Supplier
	Trade Subcontractors / Supplier: . Item of Work
	Trade Subcontractors / Supplier: . Targeted Business Classification
	Trade Subcontractors / Supplier: . Estimated Value
	Trade Subcontractors / Supplier: . EMR
	Trade Subcontractors / Supplier: . Trade Subcontractors / Supplier
	Trade Subcontractors / Supplier: . Item of Work
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	Trade Subcontractors / Supplier: . Targeted Business Classification
	Trade Subcontractors / Supplier: . Estimated Value
	Trade Subcontractors / Supplier: . EMR

Recommendation of Award Example



15th June 2018

Attention:

Reference: **Wisconn Valley Science & Technology Park – Area 1, Phase 1**

Subject: **Recommendation to Award(s) for Bid Release #2 Multipurpose Building**

The received bids for the **03A Concrete Work** are as follows:

Bidder	Base Bid	Scope Adjustments	Adjusted Total	Alternate Build Out Room(s)	Alternate AC for Open Area	Wisconsin First Plan

Based on our evaluation and scope review it is the recommendation of Gilbane|Exyte, that a not to exceed subcontract for Bid Package

Key Terms and Conditions

- Wisconsin First goals
- 30 day payment terms, with monthly draws
 - *Bi-monthly draws will be processed where need is demonstrated and requested at the time of bid*
- Foxconn's purchases of real property improvements, building materials, supplies, equipment, and landscaping services are exempted from Wisconsin sales and use tax
- Industry standard agreement terms and conditions

Next Steps

Bid Releases

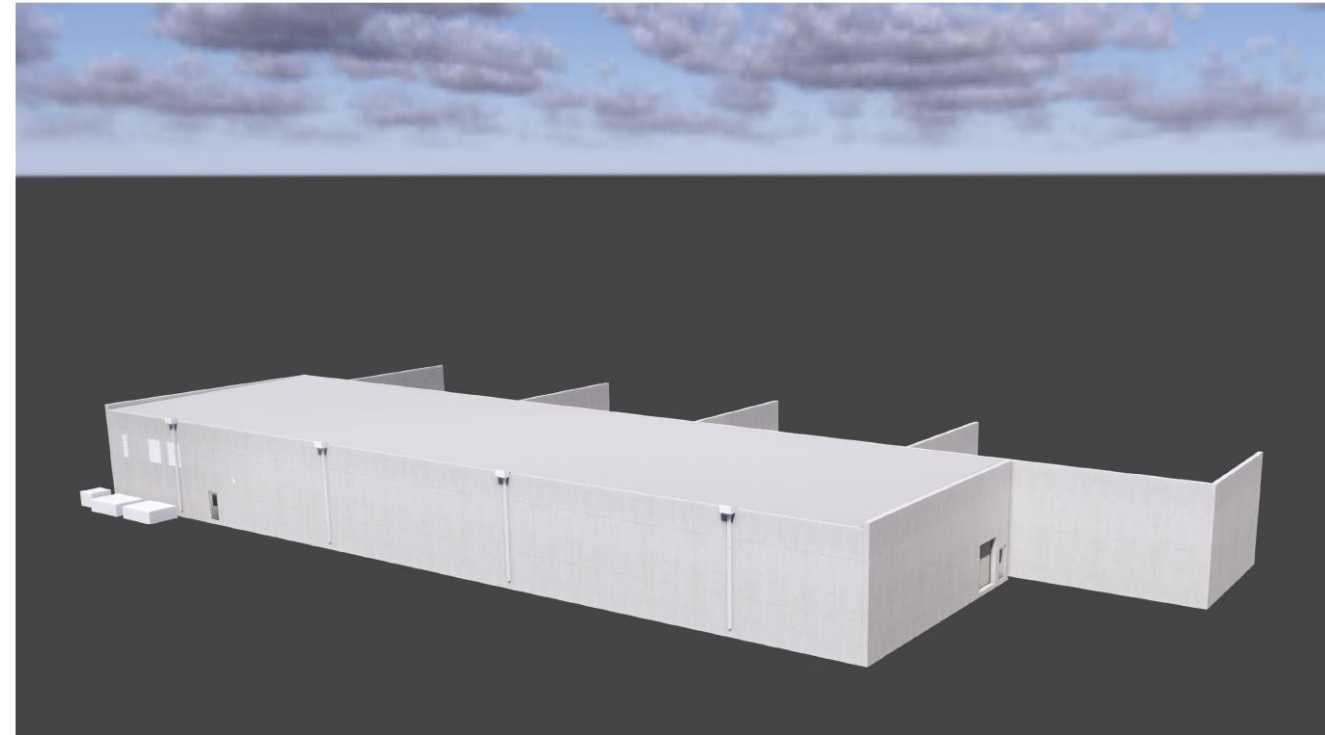
Site Utilities, Roadways	Awarded
Power Substation	Q2 2019
FAB Foundations & Waterproofing	Q2 2019
Delegated Design Buildings & Systems	Q2 – Q3 2019
Future Packages	To be announced

*** Register on website for bid notices and package scope detail**

Power Substation

Q2 2019

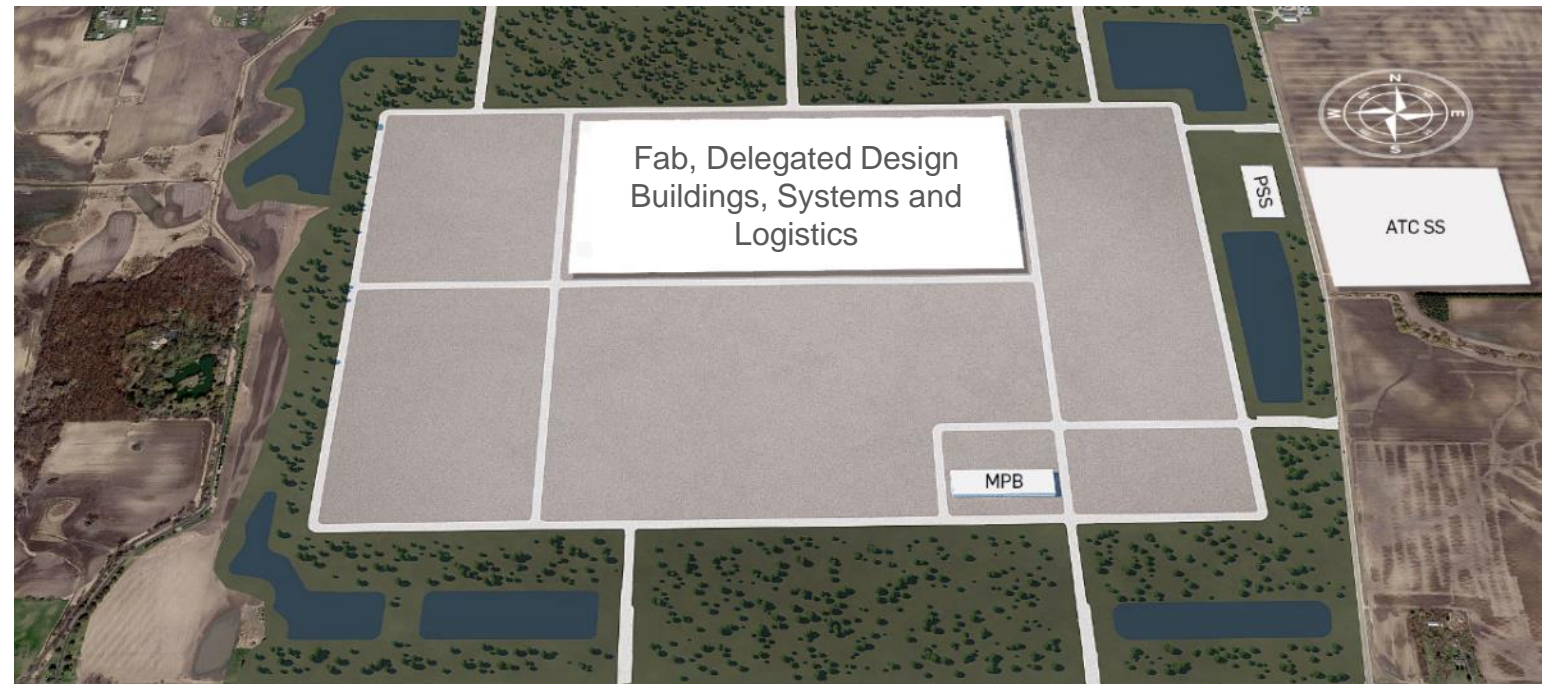
- Long Lead Electrical Equipment
- Materials Testing for Electrical Substation
- Third Party Commissioning
- Concrete Work
- Precast Concrete Work
- Miscellaneous Metals Work
- Building Enclosure and Interiors Work
- Mechanical and Plumbing Work
- Electrical Work
- Landscaping Work



Fab – First Packages

Foundations and Underground Distribution - Q2 2019

- Excavation
- Foundations and Waterproofing
- Testing
- Elevators



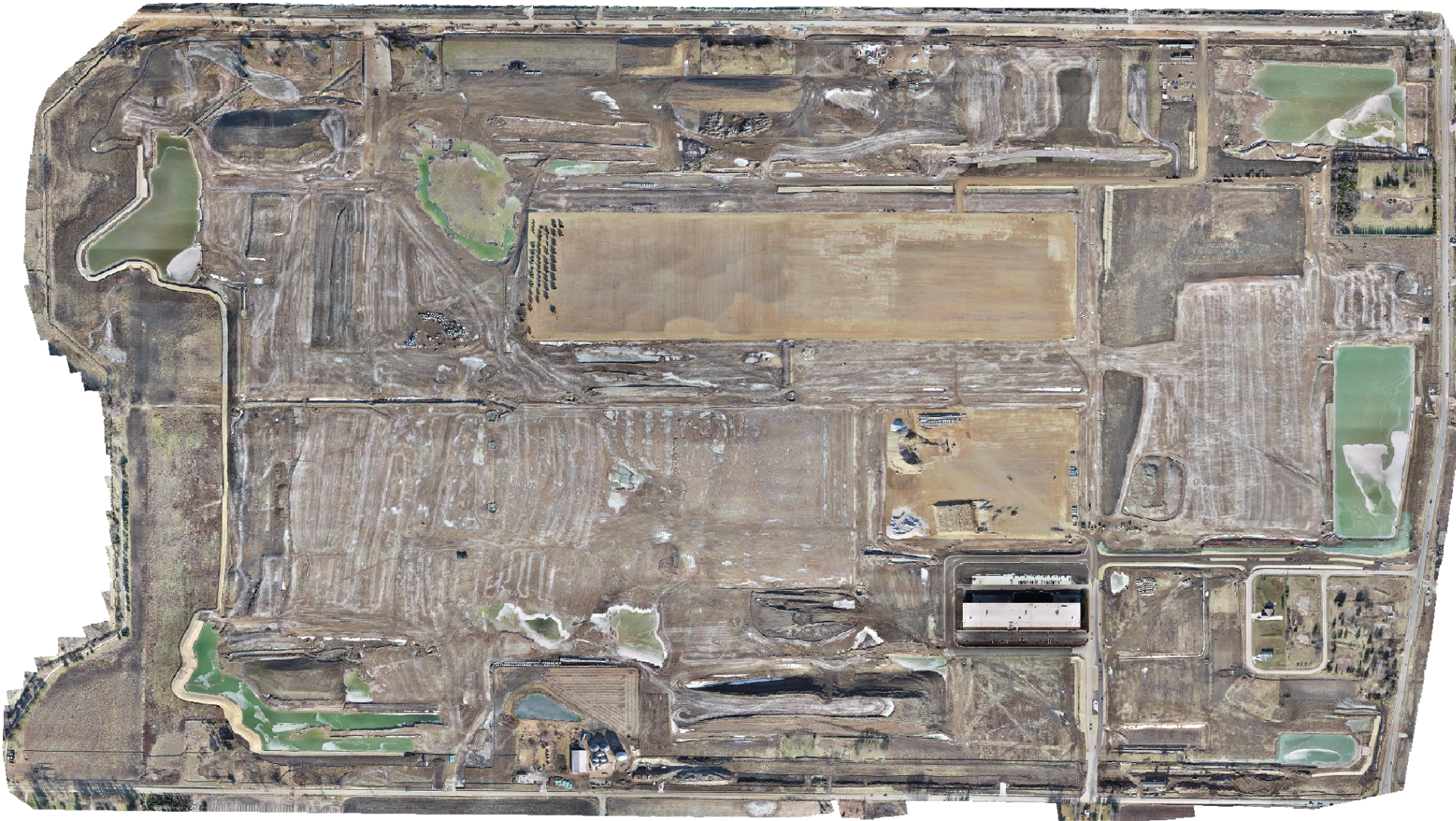
Fab – First Packages

Delegated Design Buildings and Systems - Q2 - Q3 2019

- Waste Water Treatment Systems – Zero Liquid Discharge (ZLD)
- Ultra Pure Water Systems (UPW)
- Process Chemical Systems
- Specialty Gas Systems
- Bulk Specialty Gas Systems
- Stripper Recovery Systems
- Bulk Gas Yard and Nitrogen Plant



SITE PHOTOS



SITE PHOTOS



SITE PHOTOS



SITE PHOTOS



SITE PHOTOS



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SITE PHOTOS



Round 3 - Construction Information Sessions



Wednesday, April 3rd

Racine

Wednesday, April 10th

Madison

Wednesday, April 17th

Eau Claire

Thursday, April 18th

Green Bay

Wisconn Valley Website

Information Resources

Wisconnvalley.wi.gov

Primary site for contractors to engage with public infrastructure and building construction

Wisconnvalley.wi.gov/newsletter

Bi-weekly and breaking news updates on project developments

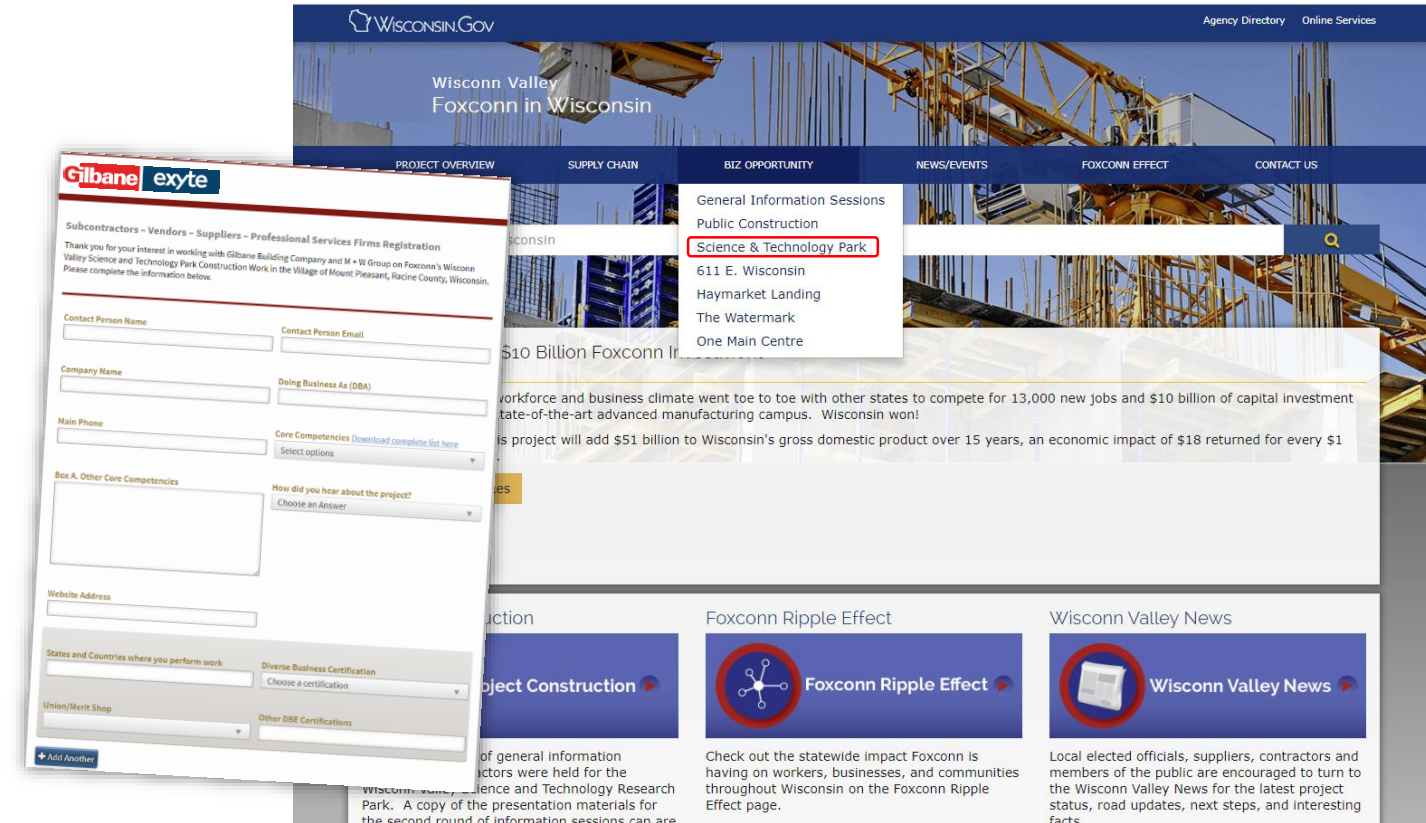
Wisconnvalley.wi.gov/Pages/General-Info-Sessions.aspx

Details on information sessions throughout the state

Foxconn-construction.gilbaneco.com

Register with Gilbane|Exyte to receive automatic bid alerts and information on pre-bid and matchmaking sessions.

In order to ensure a **fair and open process**, everyone is asked to follow the process.



Thank You!

